

A background image showing several hands of different skin tones placing and fitting together light-colored wooden puzzle pieces. The puzzle pieces are scattered across the frame, with some already connected and others being held by hands. The overall tone is collaborative and constructive.

Training Courses for Aspiring Supply Chain Professionals

Commercial Course Brochure

SLATER AUSTIN
Supply Chain Experts

ASPRE
PROCUREMENT TRAINING

Introduction

Aspire Procurement Training is Slater Austin's training division. We acquired Aspire Procurement Training due to its unrivalled reputation as a CIPS Centre of Excellence.

Slater Austin has leveraged the exceptional course content and delivery methods to provide bespoke courses for our supply chain customers. These courses are aimed at giving sharp bursts of insight and application to your supply chain teams in a fraction of the time it would take to undergo a full supply chain qualification.

All of our courses are designed and delivered by accredited tutors with decades of industry experience, who bring the subject matter to life. Many are still board level practitioners or global consultants in both private and public organisations.



**Boost
business
performance**

**Courses delivered by
accredited supply
chain experts with
decades of experience
in industry**

**Learn how to apply
best practice supply
chain theory within
your organisation**

Short courses taking key models from academic qualifications, made relevant to your organisation

Align your team on specific supply chain topics with a common language and understanding of the issues at hand

Choose from standard courses or tailor one to your business needs

We have included within this brochure our most popular courses. These can be delivered off-the-shelf, or amended to suit particular business issues or topics that your organisation would benefit from.

Each full course is designed to be delivered over 2 days. However, you can pick selected topics from each course to shorten it, and/or split over as many sessions as you wish.

We can host on your premises, in a training location, or online.

**Starting
from
£195
per person**



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Supply Chain Strategy

Aligning the supply chain to meet the business strategy may sound obvious, but evidence suggests that this is not always put into practice. Learn how to align your supply chain systems, processes and flows to match the requirements of the business strategy, and deliver optimum performance. This is a key course for aspiring directors in logistics, supply chain, finance and procurement roles.

Fundamental

- **Business Strategy Alignment** - what is the value proposition for your customer, and what will make you successful?
- **The Slater Austin Supply Chain Model** - what do you need to consider when aligning your supply chain strategy to the business strategy?
- **Key evaluation exercises** - Make v Buy, Insource v Outsource. Why are these important, and how do you get these decisions right?
- **Introduction to lean v agile** - Do we really understand what these mean and which one is right for your supply chain?
- **Supply Chain Set-Up** - The interplay between systems, processes and flows. How do we evaluate if they are working in harmony?
- **Desired Outputs** - How do we measure supply chain performance and is the result in line with business expectation?

Advanced

- **Power Regimes in Supply Chains** - Understanding the balance of power in your supply chain and the relationship approaches you will need to be successful
- **Sources of Competitive advantage** - using resource-based strategy to outperform the competition
- **Using analytics to make a change** - how to evaluate our key drivers of supply chain performance and engineer a change
- **Supply Chain Design** - What are the most important factors to shape our supply chain for success?

**Tailor courses to
your industry or a
bespoke need
within your
business!**

Supply Chain Management

Supply Chains are by their definition a series of connected activities that need to be managed in sequence in order to meet the value proposition offered to the customer. Some activities are insourced and some may be outsourced. This course gives an overview of the activities that link together to make supply chains and how to manage them. It is ideal for existing supply chain managers to gain a broader insight into the whole supply chain, and for managers in other departments or entering supply chain management for the first time.

Fundamental

- **Defining Supply Chains** – What is the supply chain? Which companies have them? What activities exist in a typical supply chain? Why are some complex?
- **Organisation Design** – How does the organisation set itself up to maximise value to the customer? What roles and responsibilities exist? How do supply chain roles link to the rest of the business?
- **S&OP, Forecasting and Demand Planning Basics** – How do we optimise sales, fulfilment, inventory and capacity? Information flow and product flow.
- **Procurement and Category Management Basics** – What is the procurement cycle? What is category management? Why are they important and how are they both managed?
- **Manufacturing and Logistics Basics** – How do we get our product or service to market? What value do manufacturing and logistics add to the product or service and how do we manage this activity?
- **Measuring and Managing Supply Chain Performance** – Introduction to cost, cash, efficiency, utilisation, productivity and waste. The balanced scorecard approach and how to run a comparative analysis of your suppliers.

Advanced

- **Macro and Micro Issues Affecting the Supply Chain** – There are numerous high-profile examples in recent years of macro and micro events affecting supply chain performance. How do you spot and mitigate Supply Chain Risk?
- **The Modern Supply Chain Manager** – What are the skills and behaviours required of the modern supply chain manager? How do people skills and behaviours complement technical knowledge?
- **Cost, Cash and ESG improvement** – Once we understand supply chain performance, how do we make improvement? What are the implications of change on cost and cash and what tools are required to analyse them? What is ESG and why is it becoming so much more important?
- **Supplier Relationship Management (SRM)** – What type of relationship should we have with our suppliers? What is a relationship portfolio? What are the sources of added value? How should we manage supplier performance and supplier development?

Logistics Boot Camp

Review your supply, production and delivery performance and compare it to competitors and other industries. Use your company data to evaluate ways of improving performance. This course is ideal for managers and directors in logistics, manufacturing and supply chain functions, and provides an alternative lens through which to review the company's logistics performance.

Fundamental

- **Evaluating current performance** – How do you identify the key performance outputs and determine elements of strong performance and under-performance? Productivity, utilisation, efficiency, waste, cost and cash
- **Complexity versus Simplicity** – How can simple mapping of systems, flows and processes explain our current logistics set-up?
- **Forecasting, Demand Planning and Inventory Management Best Practice** – What are the fundamentals of S&OP and inventory management, how do we compare, and what is right for us?
- **Manufacturing and MRP Best Practice** - What are the fundamentals of manufacturing and MRP, how do we compare, and what is right for us?
- **Warehousing, WMS and data** - What are the fundamentals of warehousing and WMS, how do we compare, and what is right for us?
- **Transport Planning and Management** - What are the fundamentals of transport planning and execution, how do we compare, and what is right for us?
- **Sustainability and CSR** – Customers are increasingly focussed on your credentials. How sustainable is our logistics, how do we compare, and what changes can we make?

Advanced

- **Network Planning and Design** – How can we bring improved performance from changing our supply, production and delivery locations, systems and processes?
- **Using analytics to make a change** - How to evaluate our key drivers of logistics performance and engineer a change
- **Continuous improvement versus Step Change** – How do we identify where we want to be and create a path to get there?
- **Lean Six-Sigma Introduction** – An introduction to the tools and techniques to eliminate waste, improve productivity and reduce variation

[Click here to](#)
contact us or call
0808 231 2477.



87%

of millennials say
professional
development is very
important to them
when choosing a job.

Source: www.gallup.com

Delivering over

500

training courses
annually.

Procurement Boot Camp

Everything you need to know about procurement. Evaluate the strategic and tactical approaches your company takes to procurement and compare it to competitors and other industries. Use your company processes to evaluate ways of improving performance. This course is ideal for people at all levels in your procurement & supply chain teams within the organisation.

Fundamental

- **Procurement Cycle** - What are the key steps in the procurement cycle and how does our company compare?
- **Strategy:** Where to focus our efforts? – On what basis do we segment our procurement effort and is it leading to the desired results?
- **Creating the specification** – Understand the fundamentals of specifications. Assess different types of specifications and stakeholder requirements.
- **Sourcing Strategy** – Explore the strategic sourcing options and determine the right approach for your business.
- **Sourcing: Market and Supply Base Analysis** – What data tools do we use in our company to find the best suppliers. Are we best in class?
- **Sourcing: the RFQ process** – Does the outcome of our tendering process meet our desired objectives? How do we compare?
- **Supplier Evaluation and Selection** – How to select suppliers. Compare your approach to the criteria used by world-class organisations.
- **Procuring: Negotiation fundamentals** – Are we successful in our negotiations? Do we leverage power? How could we improve?
- **Management: Supplier Performance** – Do our suppliers perform as required? Learn how to set KPIs to monitor & improve supplier performance.

Advanced

- **Strategy: Can we be more successful?** – Develop an understanding of how the procurement function can add more value using the sources of competitive advantage and how to leverage them through the procurement cycle.
- **Strategy: Supplier Relationship Development** – Learn how to determine which relationship style to adopt with each supplier and how to develop strategic relationships where suppliers are integral to the success of your organisation's strategy.
- **Contract Terms Development** – Do our supplier contracts truly maximise performance? How to drive supplier behaviour with the right contract terms. How to align supplier contracts to your critical success factors.
- **Management: Managing Risk** – How well will the organisation respond to unusual events that affect the supply base? Lessons learned from the impact of Brexit, Covid and changes to market forces.

Project Management

Supply chains undergo regular change. How change is planned and managed within the organisation is critical to success. This project management course is ideal for any level of manager or director involved in or leading change, and includes a free Slater Austin project toolkit for immediate implementation within the organisation.

Fundamental

- **Project Management Overview** – how to determine projects and programmes and understand their unique attributes
- **Slater Austin Project Toolkit** – our toolkit has been honed over more than 20 years in managing projects of all shapes and sizes. Learn what it includes, why it is included and how to use it
- **Build for Success** – learn how to recognise the top 5 recurring mistakes made by project managers and how to set up your projects for success
- **Initiating, Planning and Launching a Project** – Practice getting a project off the ground with the Slater Austin project toolkit
- **Monitoring and Managing a Project** – Practice learning how to manage events and occurrences that might send your project off-track

Advanced

- **Organisational Design** – understanding the nature and number of projects within the organisation and ensuring that the organisational structure supports success
- **Programme Management** – managing the complexity of numerous and interconnected projects
- **Project Manager Behaviours** – identify the skills and behaviours of the modern project manager

**[Click here](#) to
contact us or call
0808 231 2477.**

Commercial Negotiation

Train in the art of negotiation and deliver more effective results for your organisation. Participants on this course will understand the dynamics of the negotiation process and learn how to adapt their negotiation technique to achieve their intended objectives. There is a focus on practical learning. These interactive sessions enhance and reinforce the academic learning sessions.

Fundamental

- **Negotiation preparation and planning** - How do you prepare for a negotiation, what are the stages of negotiation and how do you determine what is most important?
- **Negotiation Style Questionnaire**
- **Approaches to Negotiation** – Which supplier engagement strategy is best for you? How do your suppliers view you? How do buyers make themselves an attractive customer? What style should you adopt? What type of relationship should you aim for?
- **Objective Setting** – Why is objective setting important and how do you set the optimum objectives to achieve the desired negotiation outcome? What is your Plan B if the negotiation is not successful? What are the variables for negotiation?
- **Negotiation exercise**

Advanced

- **Sources of power** – What are the sources of power held by the parties in the negotiation? What conditioning techniques are used by the seller and how does the buyer recognise and counteract them? What negotiation ploys can the buyer use?
- **Negotiation exercise**
- **Taking control of the meeting** – How does one side start to take control of the negotiation, what ploys do they use? What signs are given by the other parties beyond the spoken word? How to recognise these points and respond accordingly.
- **Negotiation exercise**

Get in touch via
our website or call

0808 231 2477.

A background image showing four business professionals (three women and one man) sitting around a long table in a modern office setting with large windows. They are engaged in a meeting, with one man looking at a laptop and another woman looking at a document. There are coffee cups on the table.

“

*"By applying the principles
from our Commercial
Negotiation Course, we
saved the business 5 and 6
figure sums."*

BWS Timber

76%

**of millennials believe
professional development
opportunities are one of the
most important aspects of
company culture.**

Source: www.elearningindustry.com

Contract Terms

Understanding the terms of contracts with suppliers is often a key weakness within organisations. Contracts are there to set the rules between the buyer and the supplier, to determine how they engage with each other and importantly to define what happens if the supplier does not deliver to specification. This course focusses on the key elements to include in a supplier contract and is ideal for buyers and procurement practitioners at all levels within the organisation, who wish to gain or extend their understanding of commercial contracts.

Fundamental

- **Nature and rules of engagement** – How will both parties engage with each other? How do you obtain exclusivity or 'preferred customer' status? Can the supplier assign or subcontract elements of the product or service? Who will invoice and when is payment due?
- **Setting the duration and the term** – Defining how long the contract will last and the options for extending the contract.
- **Setting the specification** – How and where do you set the specification of the product or services the supplier has agreed to deliver? Ensure that the 5 rights are covered (price, place, quality, quantity, time).
- **Measuring Supplier Performance** – How to ensure that the supplier delivers against the specification. How to set KPIs and determine what happens if the KPIs are not achieved. Understand options for progressive escalation and review different penalty and reward mechanisms.
- **Managing Change** – How to let the contract 'live' throughout its term. Define what can change, who can agree the change, and how to update the change.

Advanced

- **Managing Importance** – How do you add real teeth to key elements of the contract? The difference between general clauses, representation, warranties and liabilities, and managing breach of these.
- **Managing Risk** – How do you cater for the worst possible outcome? How do you cover limitations of liability and insurance? What options exist on business continuity events? How is confidentiality and data protection covered?
- **Key Watch-Outs** – What else should you be aware of? Can Force Majeure be an open escape route? Could TUPE apply at the end of a contract? What needs to happen on termination of the contract?

Supply Chain Analytics

Supply chains tend to be rich in data, but which tools and techniques allow you to make sense of measuring and managing supply chain design, performance and change and to communicate with other areas of the business? This course is ideal for managers and directors in supply chain and finance functions within the organisation.

Fundamental

- **Strategic metrics** – how to understand the relative strategic positioning of your organisation within your supply chain and against your competitors, through Porter's Five Forces, STEELED and SWOT
- **Determining importance** – what are the most important procurement items and supply chain cost drivers across the supply chain? An introduction to Kraljic, spend analysis and cost analysis
- **Procurement and Sourcing** – an introduction to the techniques can we use to evaluate supplier performance across the 5 rights (price, place, quality, quantity and time)
- **Manufacturing and logistics** – selecting the most appropriate measurement tools to check productivity, efficiency, utilisation and waste
- **S&OP and inventory** – how to measure (and improve) the accuracy of forecasts and use fulfilment ratios and stock turn analysis to manage the re-ordering process
- **Managing Change** – how to work out the benefit of investment with payback calculation tools
- **Post-performance review** – how to set meaningful targets and review metrics and an introduction to the balanced scorecard and root cause analysis

Advanced

- **Supply Chain Set-up metrics** – evaluating the make v buy decision through assumptions, capital, 'should' costing and total cost of ownership (TCO).
- **Identifying supplier business performance** – using financial metrics to evaluate supplier health and competitive positioning: (i) profitability, assets and liquidity; (ii) commodities; (iii) market indices; (iv) leverage; (v) efficiency ratios
- **Identifying supplier importance and item importance** – identify which products and services are most important to your business with internal and external segmentation analysis
- **Financial analysis and negotiations** – understand the use of financial analyses with suppliers and how to use them in your negotiations

**Tailor courses to
your industry or a
bespoke need
within your
business!**

The Role of Automation, Technology and Digitalisation

Technology is enabling the organisation's ability to improve performance across the supply chain: simplifying processes; automating tasks; improving customer experience; simplifying big data into meaningful analysis; automating manufacturing and logistics systems.... The concept is often simple, but design and implementation are often complex, and cost is often high. Recognising how to get optimum payback for investment is key. This course is ideal for managers and directors in supply chain and finance functions within the organisation, who have a responsibility for implementing change and transformation.


Fundamental

- **Overview: Our changing world** – How has supply chain activity, from sourcing to customer delivery, been improved by advancement in automation, technology and digitalisation? Overview of IT systems and technology. What are the most common technologies, and where are companies heading next?
- **Overview: The integrated business** – Systems and process architecture. How to envision technology across the whole business. Does technology change the whole business or specific departments? How complicated will it be to integrate?
- **The scale of change** – Factors to consider when looking at the overall impact of change on the organisation, and evaluating whether or not it has the capacity to implement?
- **Stakeholder exercise** – How do you engage with multiple stakeholders to get buy-in?
- **Setting up for success** – factors to consider when delivering change. How do you plan for a successfully delivery and implementation?
- **Prioritisation exercise** – With such a variety of options, what would you do first? Prioritisation exercise aimed at applying the learnings from the above course Fundamentals

Advanced

- **Exercise: Finding the value** – Technology and automation solutions generally come with additional functionality options. How do you break down what is important to your organisation, what functionality drives real value and what is a nice-to-have? What should you ask of your suppliers?
- **5 common failures with implementing new technology** – Learn how to evaluate the risk of implementation failures, how to mitigate and how to manage.
- **Technology and Supply Chain Strategy** – How can we use technology to drive competitive advantage?

We can host courses on your premises, in a training location, or online.



2 out of 3
employees believe
they lack the skills
needed to do their
job.

98%

of Aspire Procurement
Training attendees agree
the training course
benefited them in their
day-to-day role.

Looking to train?

Our most successful courses start with a conversation with our clients to match our knowledge and content to their exact requirements. Contact us today.

Contact us via our website or call 0808 231 2477 to speak to an advisor today!

STEP 1

Determine your training need

Determine what your team and organisation would like to achieve from a supply chain course.

Courses can be tailored to your industry or a bespoke need within your business, designed in packages from half a day upwards.

STEP 2

Talk to us

Found a course you like? Or perhaps you have found elements from different courses that you like?

Talk to us and we will create the best package which works for you and your business.

STEP 3

Book your course

Once you have reviewed our proposal and have confirmed you are happy with the course content, we will issue our invoice.

Once payment has been received, we'll secure the date for you and take care of the rest!

Supply Chain Training Courses Delivered by Accredited Supply Chain Experts with Global Industry Experience

Slater Austin and Aspire Procurement Training

Aspire Procurement Training is a subsidiary of Slater Austin, supply chain experts.

SLATER AUSTIN

Supply Chain Experts

Consultancy | Placement | Training

Solving your supply chain issues and securing and developing the talent to deliver.

www.slateraustin.com



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